

# Course Schedule

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## **SECTION 1. (Day 1 Morning)**

<b>Introduction</b>	
	Registration Classroom Rules and Regulations Diagnostic Quiz
<b>Part 1. Steps for Applying the Sales Comparison Approach</b>	
	Overview of the Valuation Process that Affects the Sales Comparison Approach Relationship of the Sales Comparison Approach to Appraisal Principles Techniques for Estimating Adjustments Review Quiz MORNING BREAK
<b>Part 2. Units of Comparison</b>	
	Units of Comparison Statistical Analysis—Measures of Central Tendency Statistical Analysis—Measures of Dispersion Discussion Topics and Problem MORNING BREAK Review Quiz
<b>Part 3. Elements of Comparison</b>	
	Elements of Comparison Sequence of Adjustments Transactional Adjustments Property Adjustments LUNCH

## **SECTION 2. (Day 1 Afternoon)**

### **Part 4. Data Collection and Comparable Selection**

PRACTICE TEST—Section 1

Types of Data

Geographic Considerations

Data Sources

AFTERNOON BREAK

Market Analysis Issues and the Sales Comparison

Approach

Highest and Best Use Analysis and the Sales Comparison

Approach

Review Quiz

### **Part 5. Verification**

Introduction

Applications

AFTERNOON BREAK

Review Quiz

### **Part 6. Data Selection—Industrial Property Case Study**

Assignment of Case Study

Group Work—Completing a Market Data Grid

Review Market Data Grid

### **SECTION 3. (Day 2 Morning)**

<b>Part 7. Adjustments and Analytical Techniques</b>
PRACTICE TEST—Section 2 Comparative Analysis—Definitions and Overview Quantitative Analysis Qualitative Analysis Review Quiz MORNING BREAK
<b>Part 8. Introduction to Qualitative Analysis</b>
Qualitative Analysis—Overview Qualitative Analysis Techniques MORNING BREAK Overcoming Objections to the Use of Qualitative Analysis Review Quiz
<b>Part 9. Case Study—Industrial Property</b>
Introduction of Case Study Group Work—Analyze Data and Value Subject Property Review Group Work PRACTICE TEST—Section 3 LUNCH

## **SECTION 4. (Day 2 Afternoon)**

### **Part 10. Introduction to Quantitative Analysis and Adjustment Derivation Techniques**

Definitions  
Sequence of Adjustments  
Paired Data Analysis—Overview  
Paired Data Analysis—Applications  
AFTERNOON BREAK  
Review Quiz

### **Part 11. Special Considerations for Qualitative Analysis**

Considerations when Using Quantitative Analysis  
Limitations of Paired Data Analysis  
Review Quiz

### **Part 12. Adjustment Derivation Techniques, cont.**

Graphic Analysis  
AFTERNOON BREAK  
Linear Regression  
PRACTICE TEST—Section 4

## **SECTION 5. (Day 3 Morning)**

### **Part 13. Adjustment Derivation Techniques, cont.**

Review PRACTICE TEST  
Cost-Related Adjustments  
Capitalization of Rent Differences  
MORNING BREAK  
Review Quiz

### **Part 14. Supportive Quantitative Analysis Techniques**

Grouped Data Analysis  
Sensitivity Analysis  
Scenario Analysis  
Trend Analysis  
Review Quiz  
MORNING BREAK

### **Part 15. Practice Problems in Applying Quantitative Analysis Techniques**

Practice Problems  
LUNCH

## **SECTION 6. (Day 3 Afternoon)**

### **Part 16. Case Study—Apartment Property**

PRACTICE TEST—Section 5  
Introduction of Case Study  
AFTERNOON BREAK  
Group Work on Case Study  
AFTERNOON BREAK  
Group Work on Case Study  
Group Presentations & Case Study Wrap Up  
PRACTICE TEST—Section 6

## **SECTION 7. (Day 4 Morning)**

<b>Part 17. Case Study—Quantitative and Qualitative Analysis</b>
Quantitative and Qualitative Analysis Points to Remember about Quantitative and Qualitative Analysis Group Work on Case Study MORNING BREAK Group Presentations & Case Study Wrap Up
<b>Part 18. Reconciliation and Consistency Issues</b>
Reconciliation Questions to Ask MORNING BREAK Re-evaluation Reconciliation Criteria Final Opinion of Value What Reconciliation Is Not Summary—Conclusion of Value PRACTICE TEST—Section 7
<b>Part 19. Exam Content Review</b>
Course Review & Q&A LUNCH

## **SECTION 8. (Day 4 Afternoon)**

<b>Self-Study and Exam</b>
Self-Study & AFTERNOON BREAK Exam Preparation EXAM